

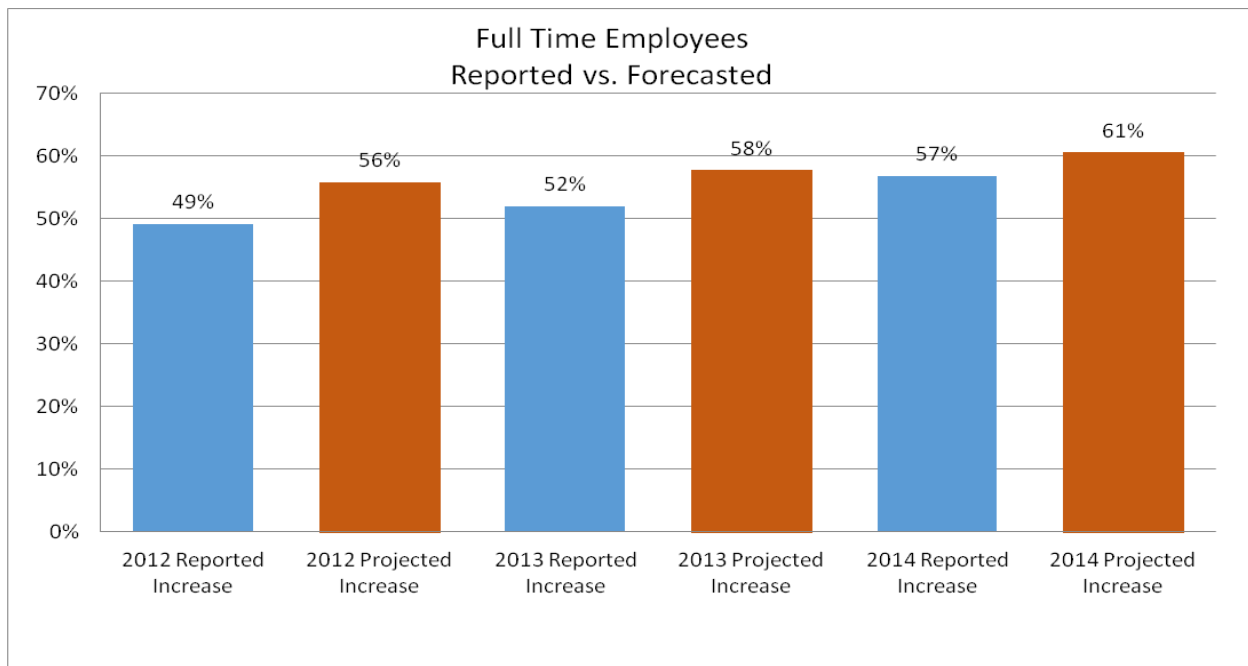
## Jobs, Business Environment and Fiscal Performance

September 2014

**About the respondent sample:** All Global Entrepreneur Indicator (GEI) respondents are EO members, founders of businesses making at least US\$1 million in annual revenue. The survey – which was held from 1-31 August 2014 – predicts the economic outlook of the global business landscape, and is a reflection of approximately 2,900 entrepreneurs in 46 countries. This report also examines a year-over-year comparisons. Accordingly, 2,094 EO members participated in the August 2013 survey, and 2,252 participated in the November 2012 survey.

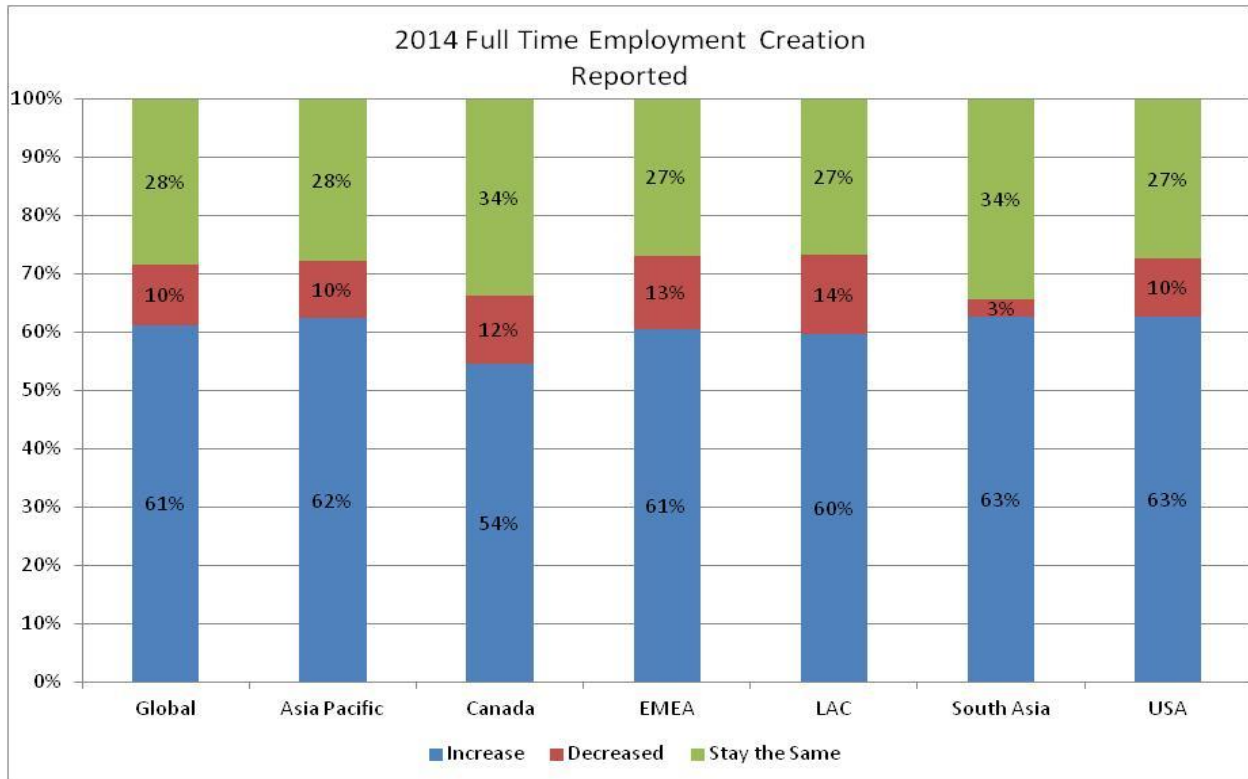
### JOBS

- From 2012 to 2014, there has been a markedly steady increase in the percentage of entrepreneurs who projected hiring full time employees.
- Accordingly, over the same three-year period, there has been a 8 point increase in the percent of entrepreneurs who have hired full-time employees.
- In 2014, entrepreneurs remain optimistic about the projected increase in the number of full time employees (61%), as they were in 2012 (56%) and 2013 (58%).



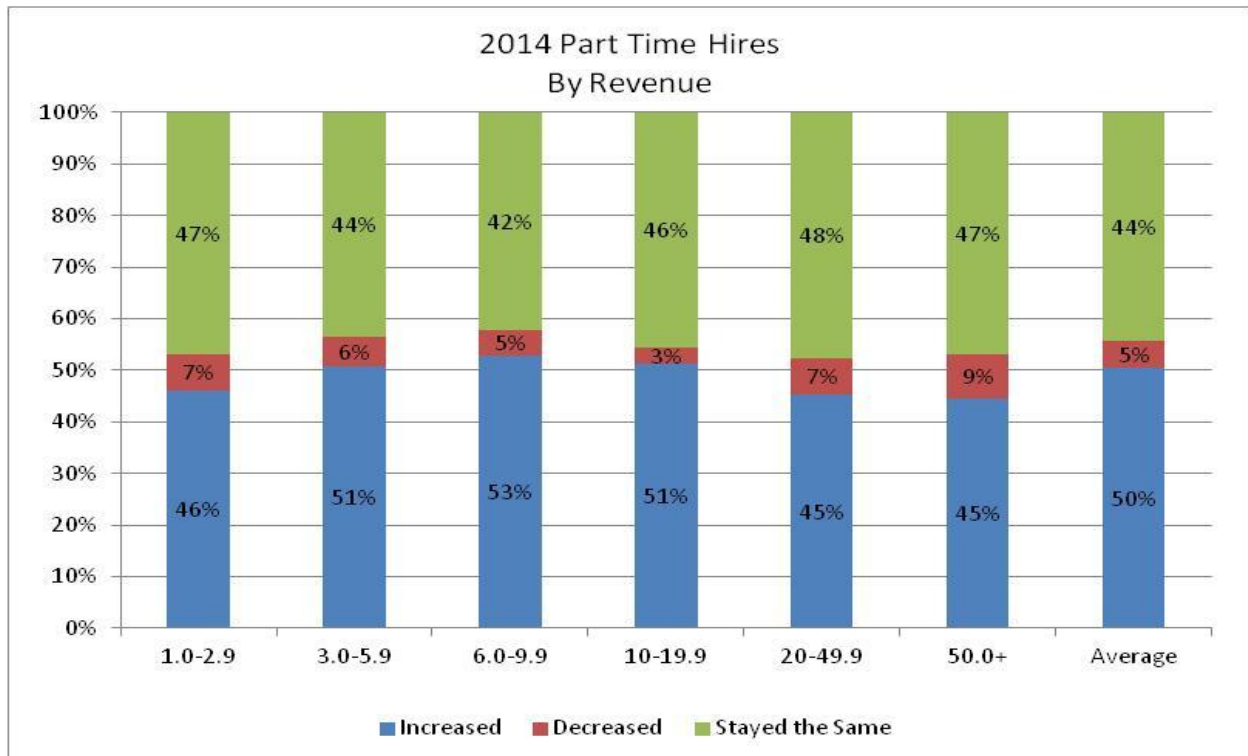
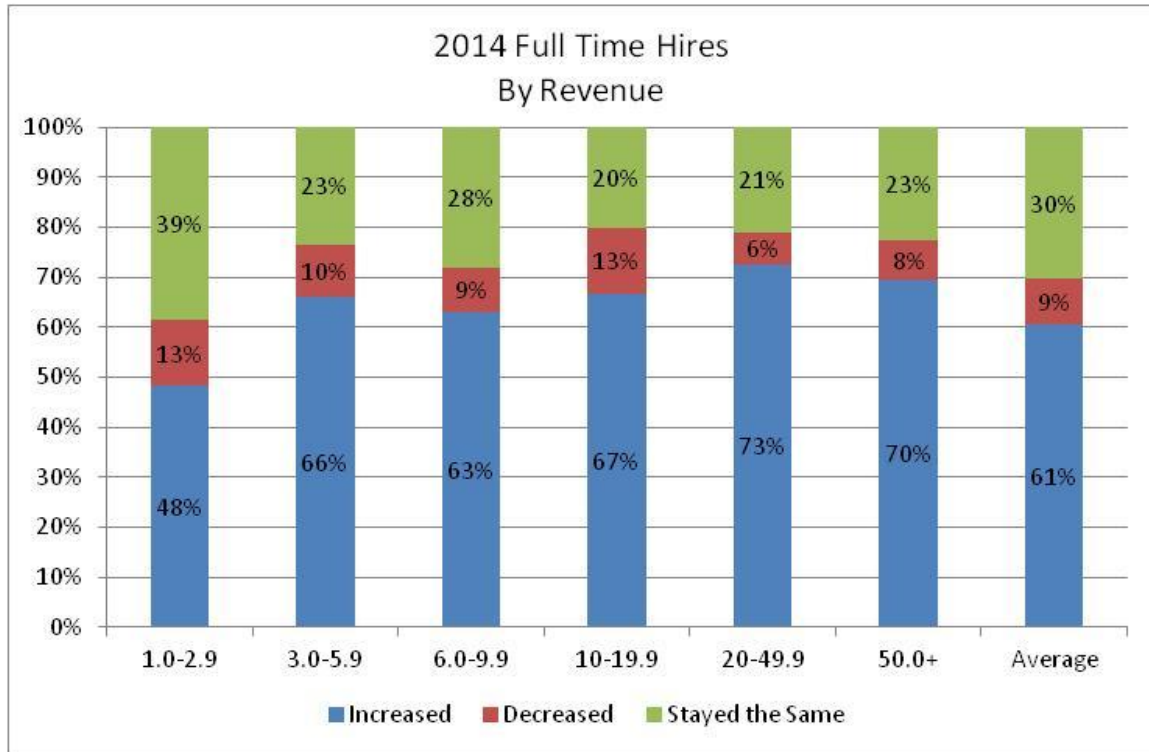
# EO Global Entrepreneur Indicator

- Full time job creation among entrepreneurs has increased over the past year, from 56% to 61%, while job cuts have decreased or remained the same.



- Globally, respondents who have reported an increase in full time hiring also intended to increase hiring in the next six months
- Asia Pacific, South Asia, and Latin America are more cautious, and do not expect a hiring increase in the following six months.
- The highest percentage of full time employment (73%) created has come among entrepreneurs who reported a US\$20-\$49.9m in annual revenue range; entrepreneurs with reported revenue earnings of US\$6-\$9.9 have report the highest percentages of increase in part time employees.

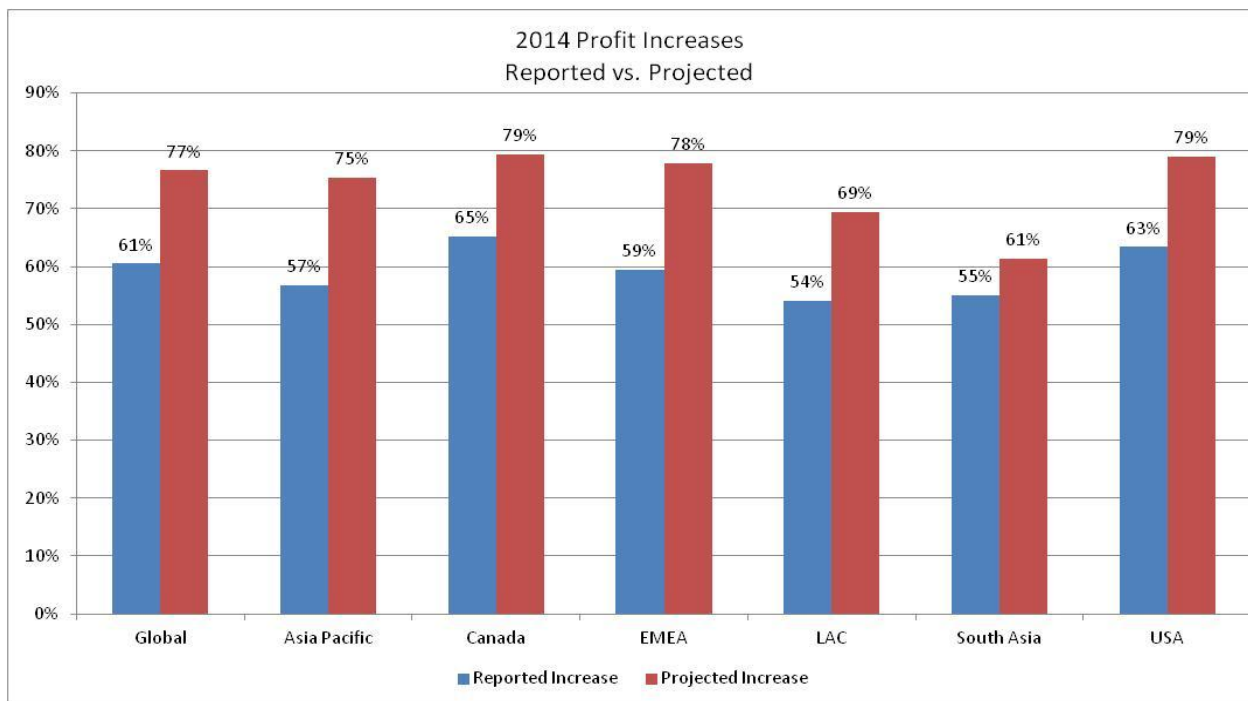
# EO Global Entrepreneur Indicator



# EO Global Entrepreneur Indicator

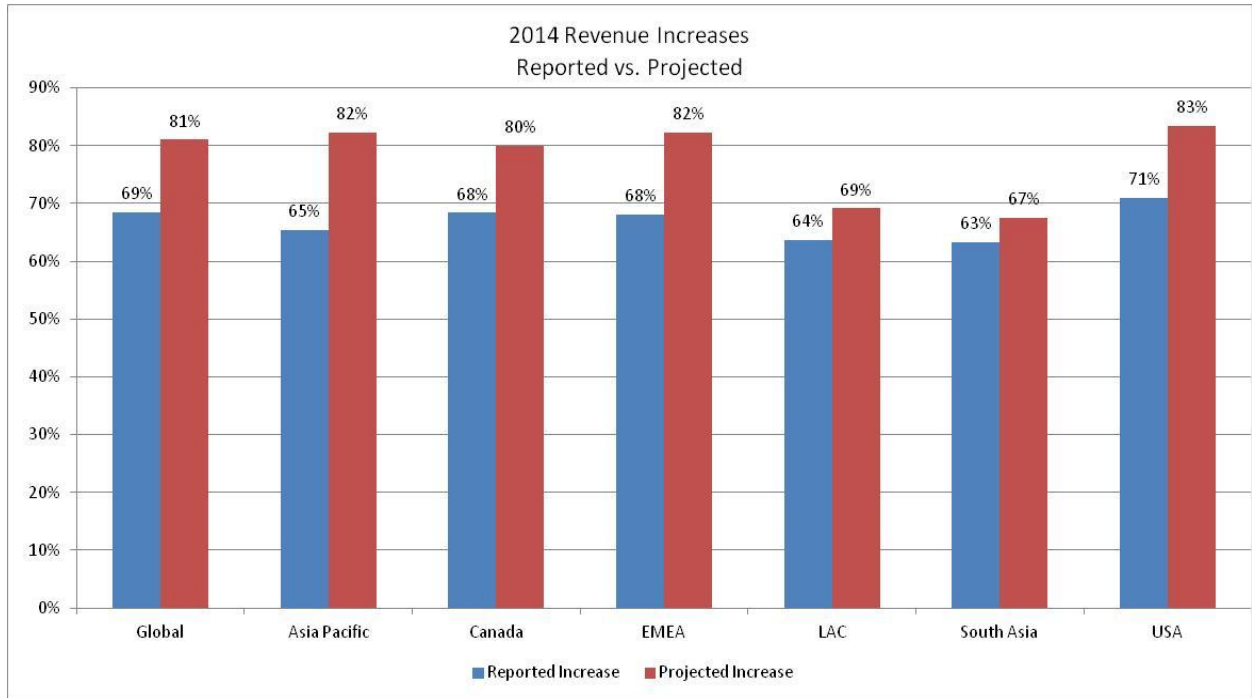
## Fiscal Performance

- In April of this year, 81% of entrepreneurs surveyed (5,500) predicted profit increases in the coming six months. However, during the August survey period, 2,896 entrepreneurs showed less optimism for the coming six months – approximately 77% projected increased profits.
- Also in April, 60% of entrepreneurs globally reported an increase in profits. In the coming six months, 77% are projecting increased profits. The U.S. is the most bullish region (79%) while South Asia is more cautious (61%).
- Year-over-year results have remained steady for most regions. Two regions specifically, Asia Pacific and South Asia, reported increases in profits about 5% lower than the previous two years.



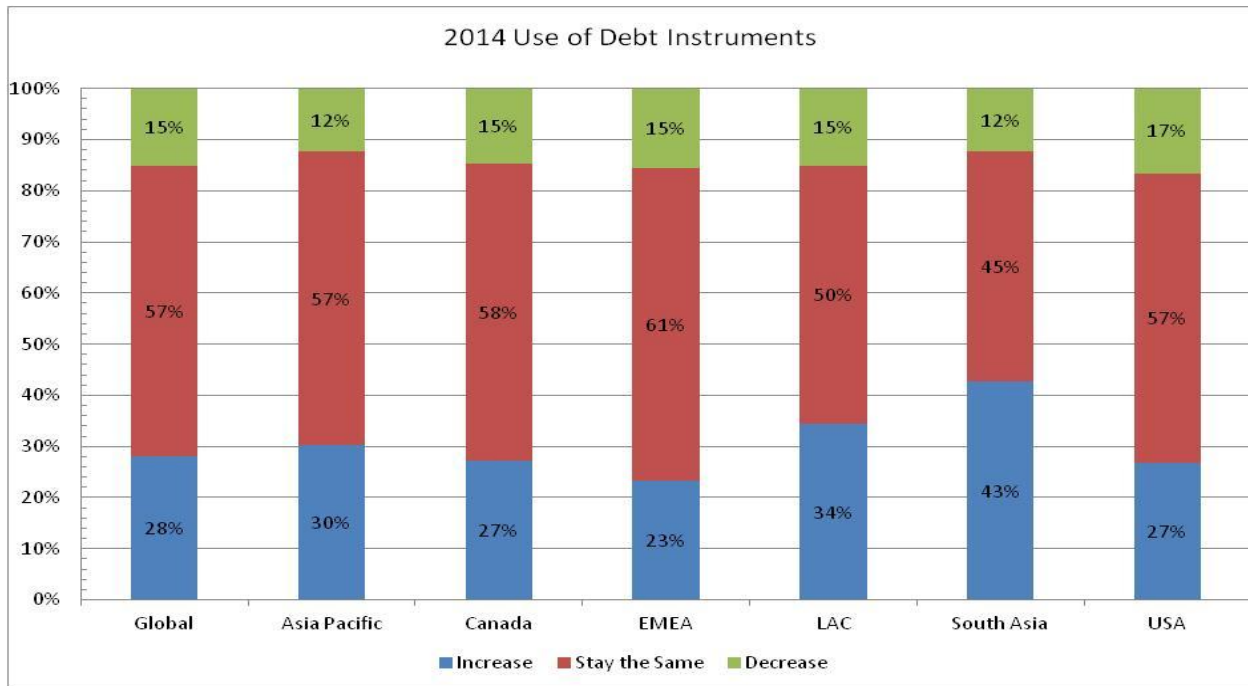
- Since April 2014, the global average of reported revenue increases has increased by 1%.

# EO Global Entrepreneur Indicator



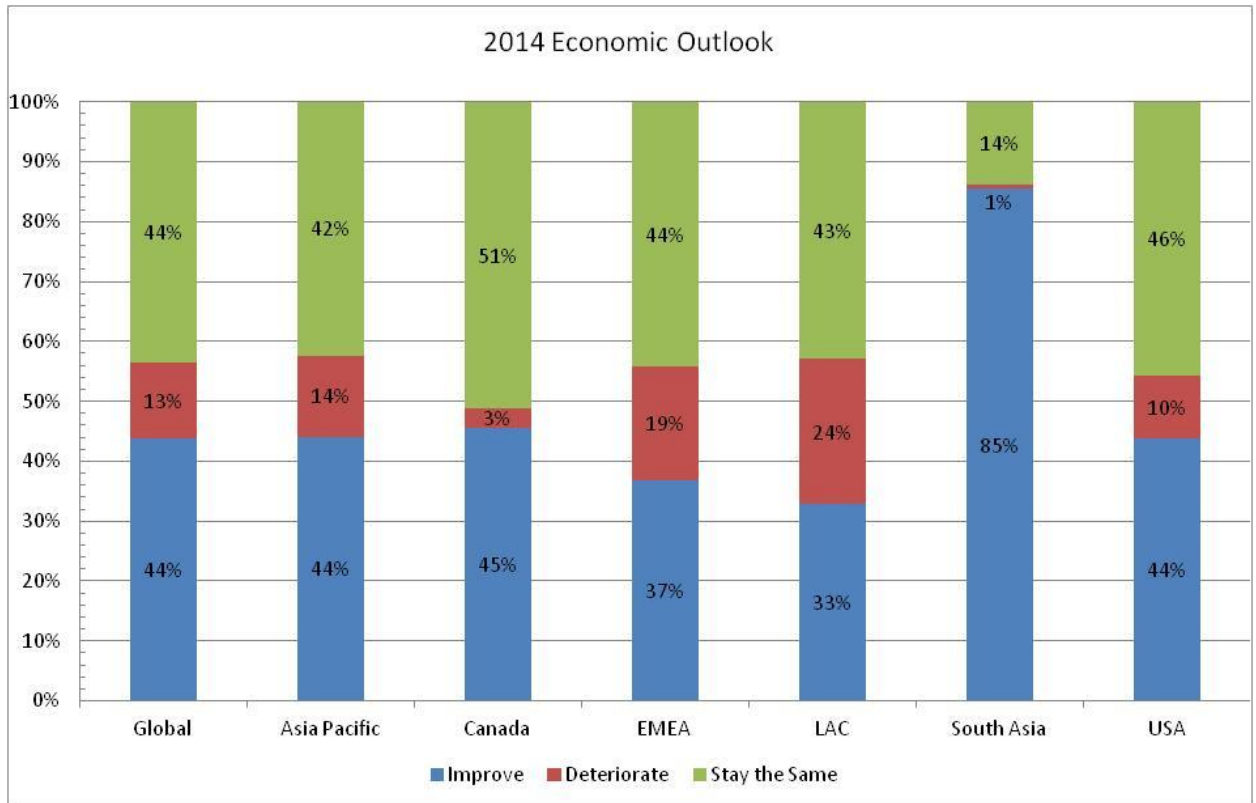
## Business Environment

- Since April 2014, the reported use of Debt Instruments has increased an average of 6%. The Europe/Middle East/Africa (EMEA) and Canada regions reporting the lowest increases with 1% and 0%, respectively.



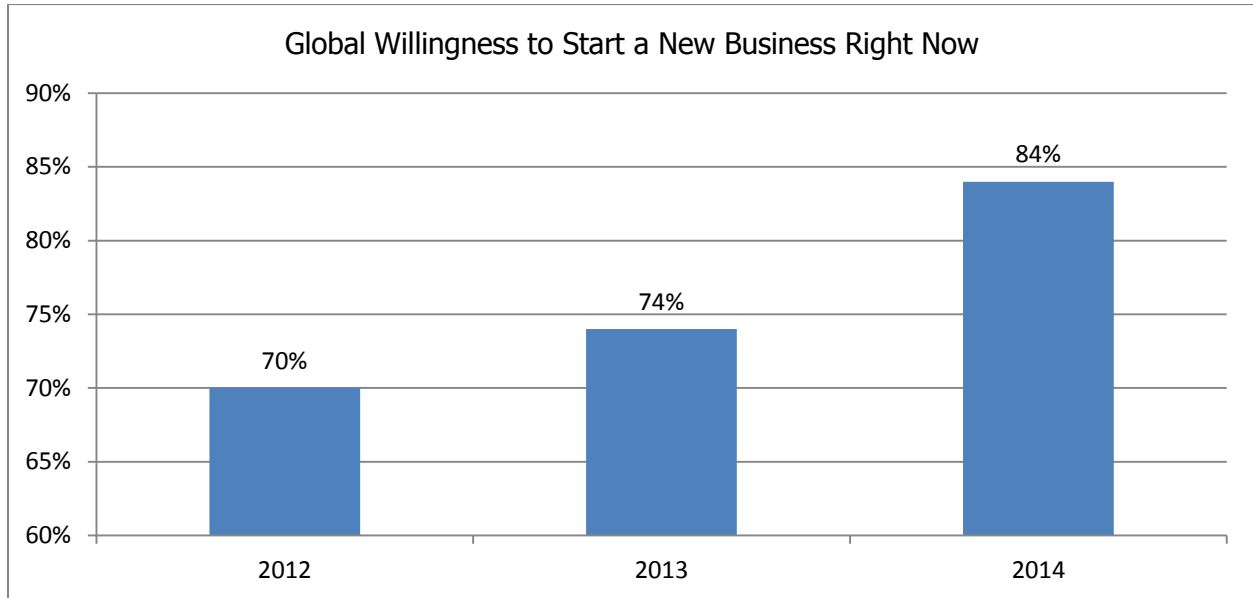
# EO Global Entrepreneur Indicator

- The majority of respondents have predicted their economic environment will remain the same with the exception of South Asia, who expect the economic environment to improve greatly (85%).

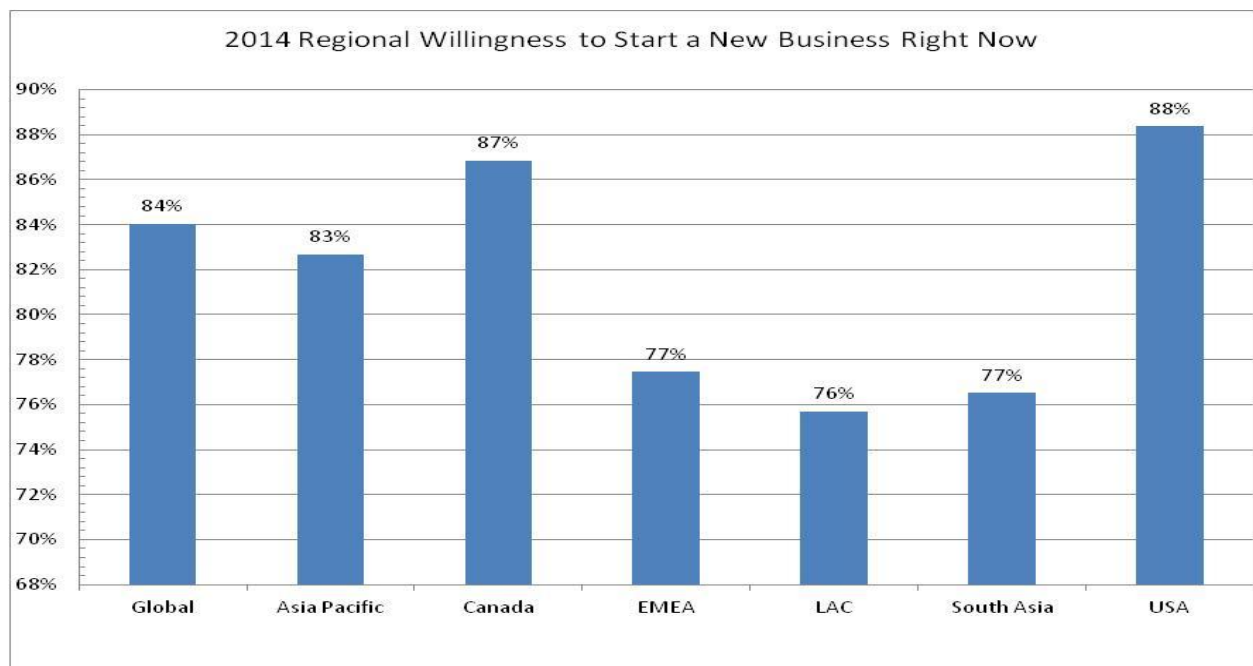


# EO Global Entrepreneur Indicator

- From 2012-2014, there has been a steady gain of entrepreneurs reporting willingness to start a new business by at least 4 points year-over-year. With the largest increases coming between 2013 and 2014 (84%).

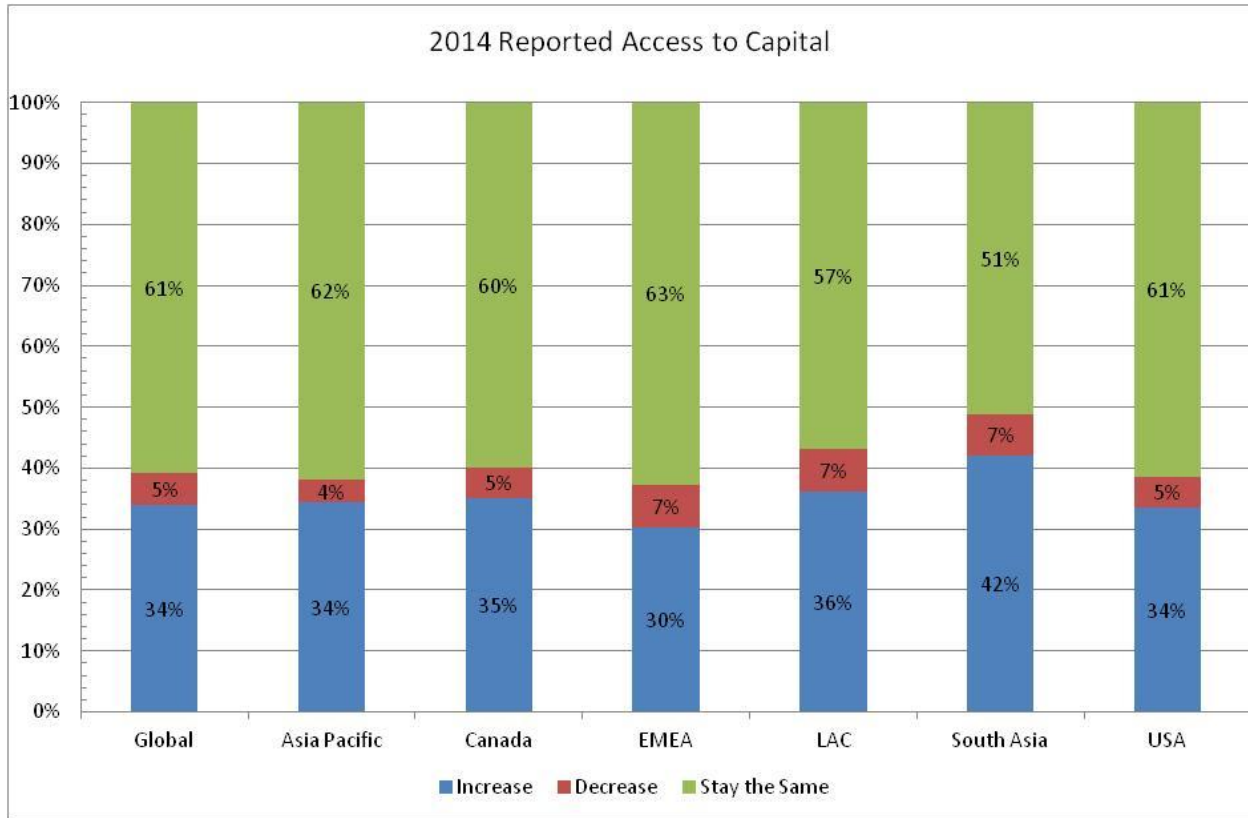


- Globally, entrepreneurs are very optimistic, with 77% indicating a willingness to start a business in the current economic environment. The US and Canada are the most optimistic with about 88% and 79% indicating they would start a new business right now.



# EO Global Entrepreneur Indicator

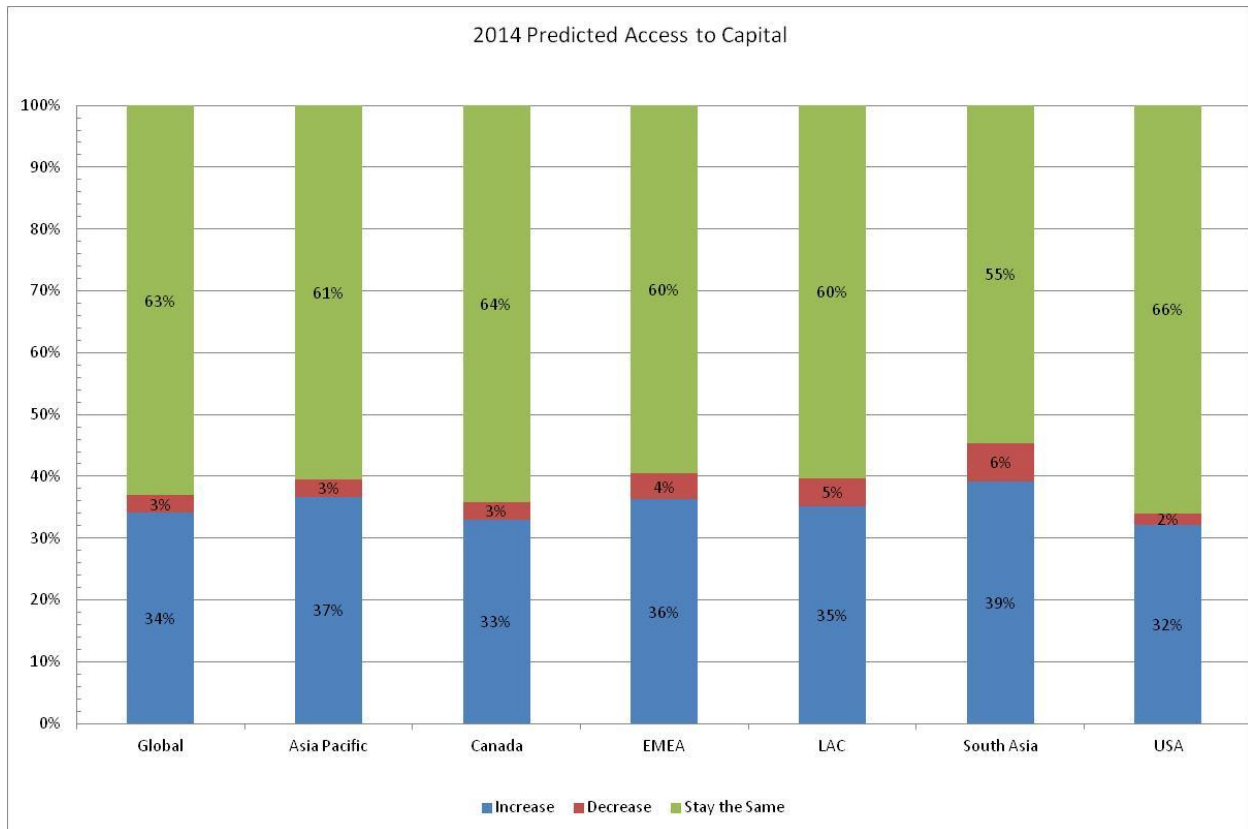
- Reported increases in access to capital have continued to see gains over the past three years, with the exception of South Asia and Asia Pacific, which reported a lower growth rate in 2013.





# EO Global Entrepreneur Indicator

- All regions have reported that they predict their access to capital to stay the same or increase.



# EO Global Entrepreneur *Indicator*

## About the Survey

This report is part of the Global Entrepreneur Indicator (GEI) survey conducted by the Entrepreneurs' Organization (EO), a global, peer-to-peer network of more than 10,000 influential business owners with 143 chapters in 46 countries. Founded in 1987, EO is the catalyst that enables leading entrepreneurs to learn and grow, leading to greater success in business and beyond. The twice-yearly survey began in 2010 and provides an in-depth business point-of-view represented by EO's membership base. All those surveyed have successfully founded a business grossing at least US\$1 million in revenue. The average annual revenue of an EO member company is US\$52.3 million. Members employ more than 2.4 million people globally and employ an average of 240 full-time employees.

## Survey Methodology

The methodologies used for this survey were a simple Question and Response style survey. The Entrepreneurs' Organization (EO) set out to examine the current economic market and realities for entrepreneurs, as well as gain insight into their predictions for the upcoming six months. Approximately 2,900 of the more than 10,000 business owners that comprise EO's membership responded to the survey; respondents represented 136 chapters from 42 countries. Participants were presented with 14 questions assessing current economic health and their projected economic health. During the survey period, 1-31 August 2014, responses were obtained by contacting members within each chapter to guide them to the survey materials. At the conclusion of the survey, respondent data was analyzed and placed into an aggregated table matrix where data points were compared and evaluated.

For more information, please visit: <http://www.eonetwork.org/global-entrepreneur-indicator/>

For more information about the survey, please contact:

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